



Legal & Liability Risk Management Institute

700 N. Carr Rd., # 595 • Plainfield, IN 46123

Phone: 317-386-8325



Online Training:

Manipulation Tactics that Subjects Use to Sabotage Your Interview

Date: November 15, 2023 • Time: 1PM-4PM Eastern

Registration Fee: \$175

Course Overview:

The simple truth is that we all use some form of coping mechanisms when confronted with the reality that we have made a mistake in judgement or engaged in some form of unacceptable behavior. On the other hand, subjects who have perpetuated some unethical or criminal behavior either deliberately or negligently, have a lot more at stake when forced to face that reality and the possibility of significant consequences.

In light of the fact that your subject may be looking at serious repercussions for their behavior, they may choose to employ numerous tactics that have worked for them in previous similar situations. One of the most notable reactions is for the subject to attempt to “manipulate” anyone who attempts to call attention to and expects an acknowledgment from the subject acted irresponsibly. The goal is get that person to doubt their observations and conclusions and submit to the subject. If the investigator does not recognize and effectively neutralize the subject’s manipulative behavior, the subject’s efforts to sabotage the interview and interviewer will be successful and the investigation will be stymied.

This course will familiarize the interviewer with the concept of “manipulation” and a “dozen” manipulation methods used by a subject to establish and sustain control over the interview and the investigator. Participants will not only learn the signs and characteristics of each tactic but will also learn the countermeasures to neutralize the manipulation effort and render a successful interview.

Who Should Attend:

New and Experienced Detectives and Criminal Investigators

Regulatory Agents

Inspector’s General

Internal Affairs

Ethics Investigators

Special Investigations Units

Human Resources

Fraud Investigators

Loss Prevention / Risk

Instructor: Stan Walters

Stan B. Walters has spent nearly 4 decades studying and researching the science of interview and interrogation. He is the author of Principles of Kinesic Interview and Interrogation, 2d, ed., The Truth About Lying: How to Spot a Lie and Protect Yourself From Deception, and Practical Kinesic Interview and Interrogation® Pocket Guide. Stan maintains a personal library of 1500+ video taped interviews of inmates in 36 prisons in 17 states and one foreign country and the US Military Detention Barracks at Ft. Leavenworth.

Stan worked on ground breaking credibility research project conducted at John Jay College. The research was in association with the US Naval War College ,NYPD, and the Queens, Manhattan & Bronx District Attorneys’ Offices. He has also served as an interviewing and interrogation



Legal & Liability Risk Management Institute

700 N. Carr Rd., # 595 • Plainfield, IN 46123

Phone: 317-386-8325



subject matter expert for Johns Hopkins University. Stan has more than 50,000 hours on the platform as an instructor.

Stan has regularly appeared on major US network news, and on France Channel One and Australia Today. He has been profiled twice on National Geographic and was host and technical advisor on the National Geographic special "The Science of Interrogation."

Group Viewing Encourage: Pay 1 Registration Fee

- Multiple attendees can group view the training from one device only and each attendee will receive a certificate.
- **ONLY** the registered attendee will receive a link to join the training (Link will be sent 1-2 Days Prior to the Event)

Quiz & Certificate: Within 24 hours after the live broadcast, the registered attendee will receive an email with:

- Quiz link will need to be forwarded to each person in your group so they may print a certificate after completing the quiz.
- 30 Days Access of the Recording (this link may be shared with others in your department)

*****No Refunds After Class Link Has Been Sent*****